

AUGUST
2021

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: August 2021

- Following a slowdown last month, home sales in the Loudoun County were up modestly in August compared to last year. There were 811 sales across Loudoun County in August, a 3.7% increase from last year, which is a gain of 29 sales. Most of the additional sales this month occurred in Ashburn zip code 20147 (+28.3%) and Sterling zip code 20164 (+23.6%). Leesburg zip code 20176 had the sharpest slowdown in sales (-18.6%). Overall, sales activity in the county dipped a little from July (-5.3%), which reflects typical seasonal market patterns.
- Pending sales were sluggish compared to last year. For the 2nd month in a row, there were fewer pending sales in Loudoun County compared to a year ago. There were 751 pending sales in the county in August, 99 fewer than last year (-11.6%). The slowdown is partially attributable to the surge in pending sales activity last summer; however, it could also signal that a cooldown is underway in some local markets. The sharpest drop in pending sales this month occurred in Aldie zip code 20105 (-42.0%) and Purcellville zip code 20132 (-39.6%).
- Home price growth continues to be robust across the county. The median sales price in August in Loudoun County was \$615,000, up 9.8% from last year, which is a gain of \$55,000. The strongest price growth this month occurred in Lovettsville zip code 20180 (+35.1%) and Purcellville zip code 20132 (+21.1%).
- Inventory of active listings higher than last August; first supply bump in 22 months. There were 485 active listings in Loudoun County at the end of August, 5 more listings than last year, which is a 1% increase. While it was a modest supply gain, it is notable because it is the first time the inventory has expanded in the county's housing market since the fall of 2019. The supply gains could be brief; new listings were down 6.0% this month compared to last August.

September 16, 2021

INTEREST RATE
TRACKER



DAAR Market Dashboard

YoY Chg	Aug-21	Indicator
▲ 3.7%	811	Sales
▼ -11.6%	751	Pending Sales
▼ -6.0%	831	New Listings
▲ 9.7%	\$605,000	Median List Price
▲ 9.8%	\$615,000	Median Sales Price
▲ 14.6%	\$238	Median Price Per Square Foot
▲ 14.0%	\$546.8	Sold Dollar Volume (in millions)
▲ 1.0%	101.5%	Average Sold/Ask Price Ratio
▼ -24.8%	13	Average Days on Market
▲ 1.0%	485	Active Listings
▼ -20.9%	0.7	Months of Supply

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Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

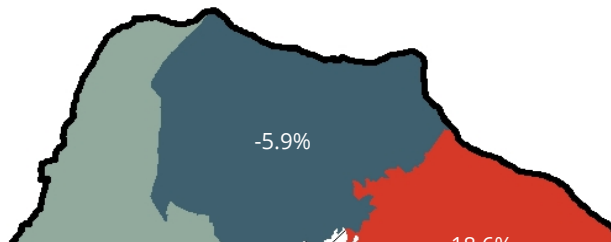
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



+8.8%

-13.3%



Not calculated due to low sales volume



Zip Code	Home Sales		
	Aug-20	Aug-21	% Chg
20105 Aldie	70	64	-8.6%
20132 Purcellville	29	26	-10.3%
20147 Ashburn	113	145	28.3%
20148 Ashburn	121	129	6.6%
20152 Chantilly	69	69	0.0%
20164 Sterling	55	68	23.6%
20165 Sterling	75	65	-13.3%
20175 Leesburg	68	74	8.8%
20176 Leesburg	102	83	-18.6%
20180 Lovettsville	17	16	-5.9%

Total Market Overview



Key Metrics	Aug-19	2-year Trends	Aug-20	Aug-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales			782	811	3.7%	4,733	5,833	23.2%
Pending Sales			850	751	-11.6%	5,349	6,074	13.6%
New Listings			884	831	-6.0%	6,770	7,310	8.0%
Median List Price			\$551,500	\$605,000	9.7%	\$536,450	\$599,000	11.7%
Median Sales Price			\$560,000	\$615,000	9.8%	\$540,000	\$615,000	13.9%
Median Price Per Square Foot			\$208	\$238	14.6%	\$205	\$234	13.9%
Sold Dollar Volume (in millions)			\$479.8	\$546.8	14.0%	\$2,768.4	\$3,906.6	41.1%
Average Sold/Ask Price Ratio			100.5%	101.5%	1.0%	100.3%	102.9%	2.6%
Average Days on Market			17	13	-24.8%	21	11	-47.3%
Active Listings			480	485	1.0%	n/a	n/a	n/a
Months of Supply			0.8	0.7	-20.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 15, 2021

Single-Family Market Overview



Key Metrics	Aug-19	2-year Trends	Aug-20	Aug-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales			666	664	-0.3%	3,926	4,819	22.7%
Pending Sales			706	619	-12.3%	4,434	5,012	13.0%
New Listings			741	688	-7.2%	5,617	6,049	7.7%
Median List Price			\$599,900	\$674,950	12.5%	\$595,000	\$650,000	9.2%
Median Sales Price			\$607,500	\$679,950	11.9%	\$596,898	\$675,000	13.1%
Median Price Per Square Foot			\$204	\$234	14.8%	\$201	\$230	14.7%
Sold Dollar Volume (in millions)			\$437.3	\$491.1	12.3%	\$2,483.0	\$3,515.1	41.6%
Average Sold/Ask Price Ratio			100.6%	101.7%	1.2%	100.4%	103.2%	2.8%
Average Days on Market			17	12	-28.8%	20	10	-49.3%
Active Listings			405	394	-2.7%	n/a	n/a	n/a
Months of Supply			0.9	0.7	-23.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 15, 2021

Townhome & Condo Market Overview



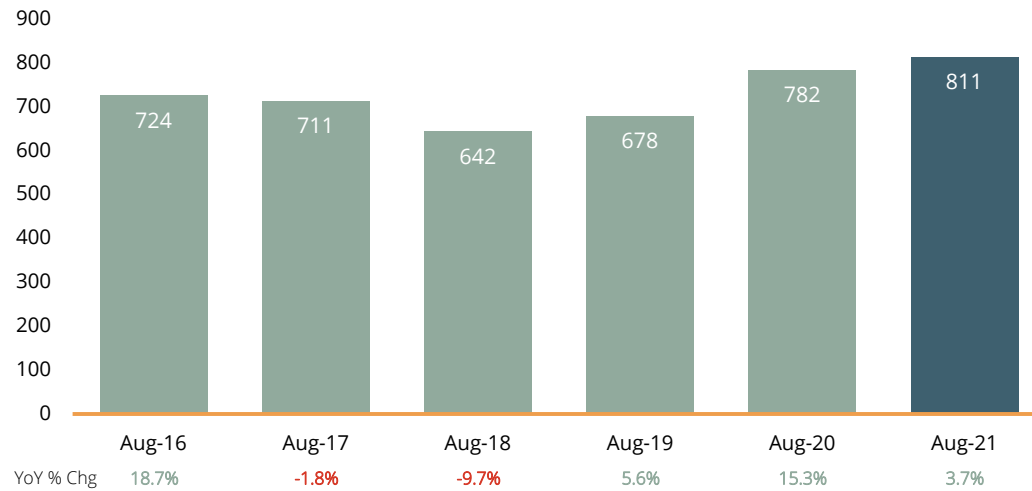
Key Metrics	2-year Trends	Aug-20	Aug-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Aug-19						
Sales		116	147	26.7%	807	1,014	25.7%
Pending Sales		144	132	-8.3%	915	1,062	16.1%
New Listings		143	143	0.0%	1,153	1,261	9.4%
Median List Price		\$367,000	\$379,000	3.3%	\$359,450	\$380,000	5.7%
Median Sales Price		\$358,500	\$375,000	4.6%	\$355,500	\$390,000	9.7%
Median Price Per Square Foot		\$241	\$264	9.5%	\$234	\$254	8.7%
Sold Dollar Volume (in millions)		\$42.5	\$55.7	31.2%	\$285.4	\$391.5	37.2%
Average Sold/Ask Price Ratio		100.1%	100.6%	0.5%	99.9%	101.3%	1.5%
Average Days on Market		17	16	-6.5%	22	13	-38.7%
Active Listings		75	91	21.3%	n/a	n/a	n/a
Months of Supply		0.7	0.7	-6.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 15, 2021

Sales



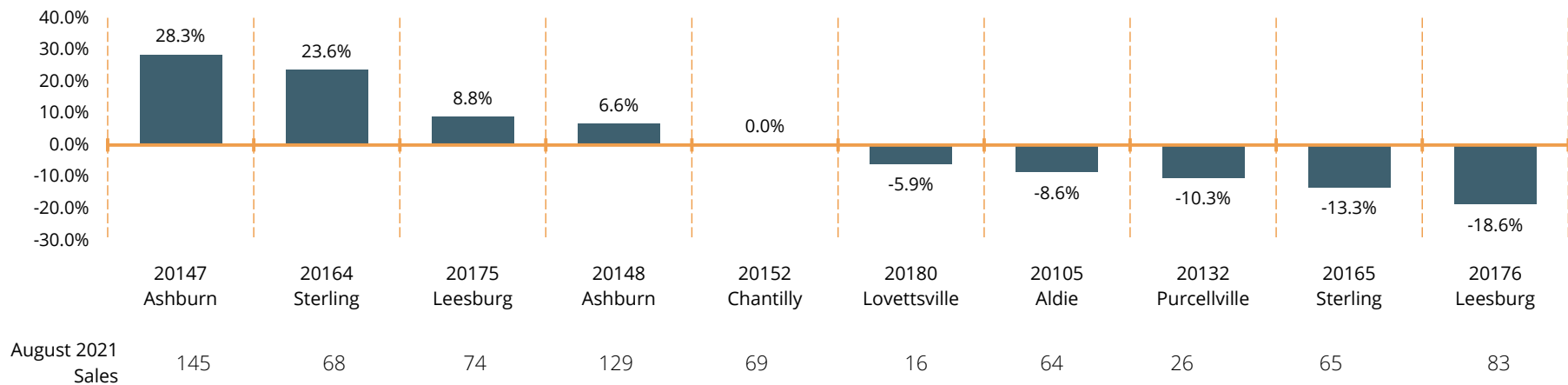
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Sep-20	667	39.5%	144	38.5%
Oct-20	616	35.4%	147	27.8%
Nov-20	531	39.0%	118	34.1%
Dec-20	520	29.0%	124	49.4%
Jan-21	336	36.6%	91	40.0%
Feb-21	356	27.1%	88	37.5%
Mar-21	497	5.1%	122	29.8%
Apr-21	703	38.9%	173	113.6%
May-21	716	61.6%	133	29.1%
Jun-21	826	36.1%	125	-0.8%
Jul-21	721	2.3%	135	-14.6%
Aug-21	664	-0.3%	147	26.7%
12-month Avg	596	26.7%	129	29.2%

Zip Code

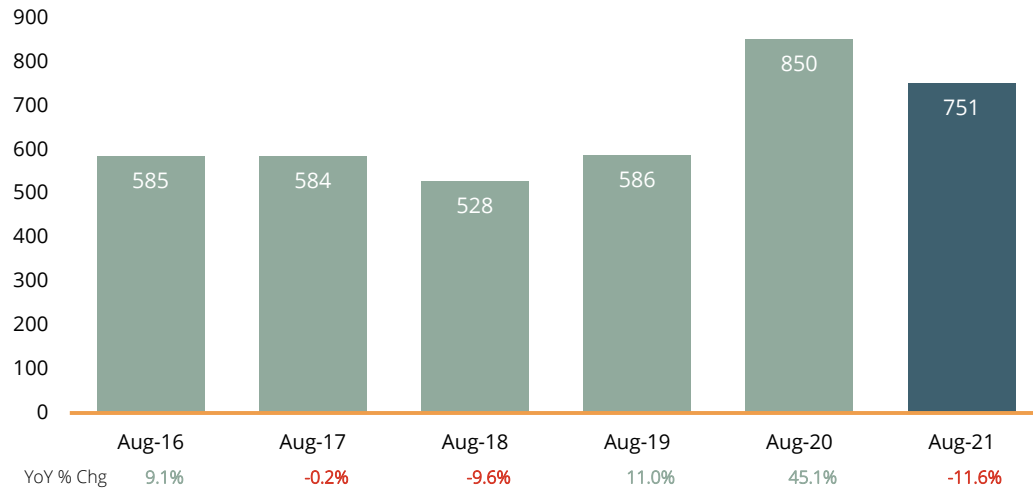
% Change in Sales
Aug-20 to Aug-21



Pending Sales



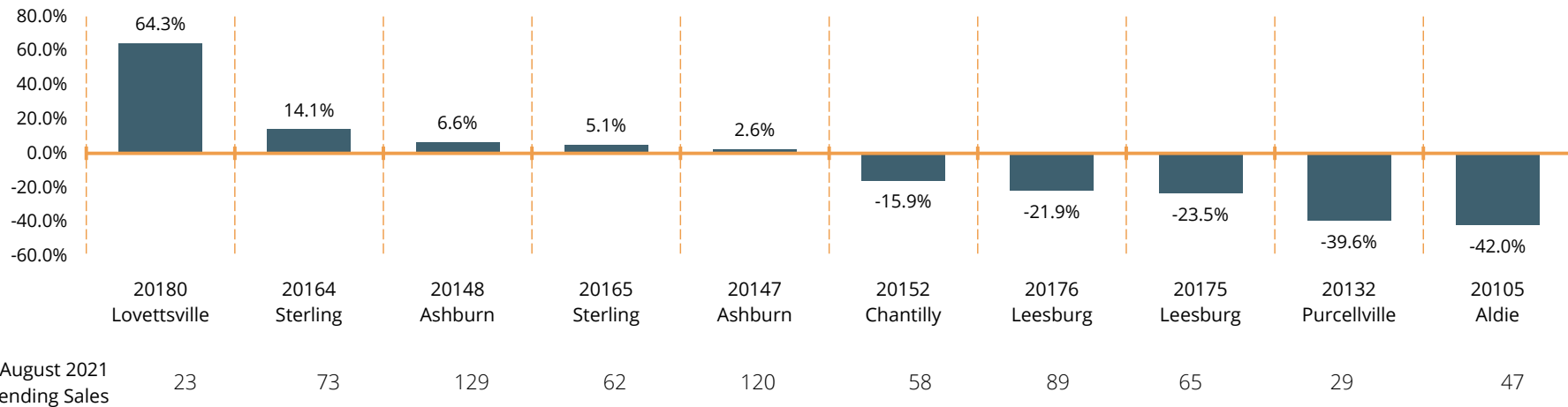
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-20	608	42.1%	124	18.1%
Oct-20	551	40.6%	122	19.6%
Nov-20	462	35.1%	122	74.3%
Dec-20	318	42.6%	92	55.9%
Jan-21	370	12.8%	98	28.9%
Feb-21	426	-4.3%	105	5.0%
Mar-21	699	21.1%	170	61.9%
Apr-21	712	68.7%	141	85.5%
May-21	801	35.3%	136	19.3%
Jun-21	732	6.1%	139	-18.2%
Jul-21	653	-3.1%	141	8.5%
Aug-21	619	-12.3%	132	-8.3%
12-month Avg	579	19.5%	127	21.7%

Zip Code

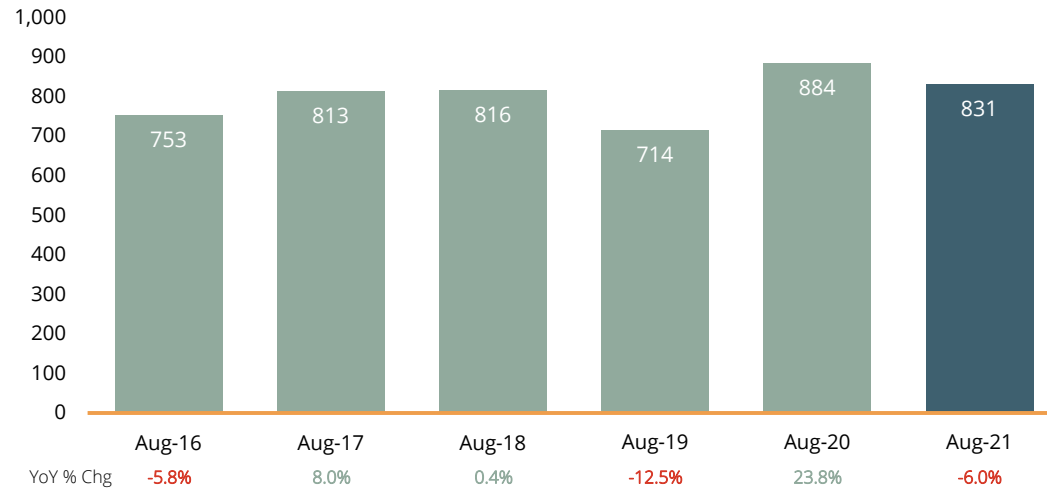
% Change in Pending Sales
Aug-20 to Aug-21



New Listings



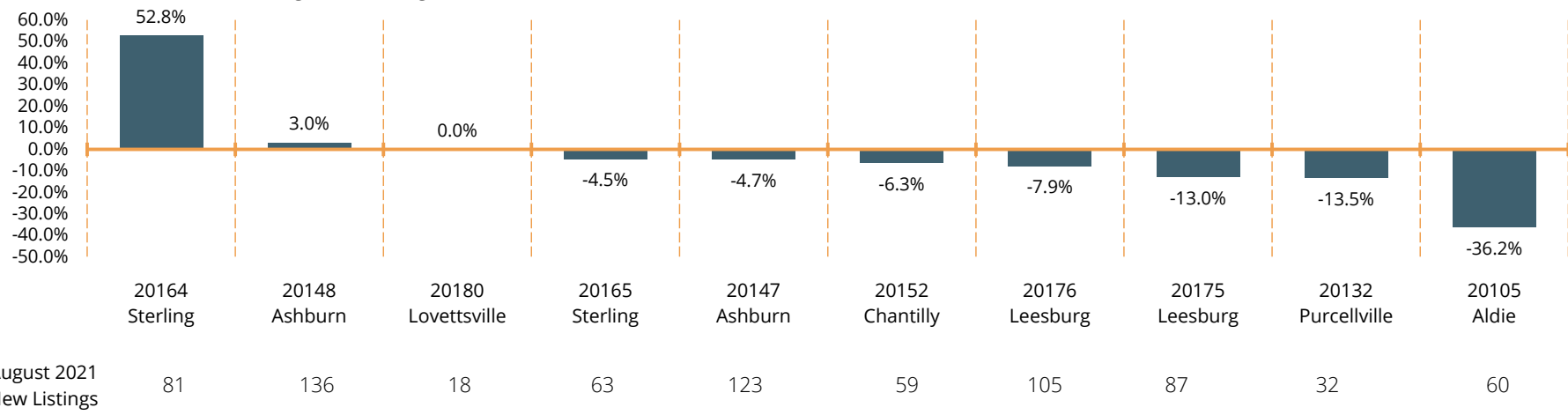
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-20	716	23.4%	160	30.1%
Oct-20	662	21.2%	186	32.9%
Nov-20	448	22.7%	123	64.0%
Dec-20	370	31.7%	99	70.7%
Jan-21	434	-10.7%	127	12.4%
Feb-21	513	-11.2%	110	-11.3%
Mar-21	786	-11.3%	201	37.7%
Apr-21	890	38.0%	158	22.5%
May-21	870	21.5%	160	8.8%
Jun-21	930	29.5%	170	0.0%
Jul-21	938	10.7%	192	6.1%
Aug-21	688	-7.2%	143	0.0%
12-month Avg	687	11.6%	152	18.1%

Zip Code

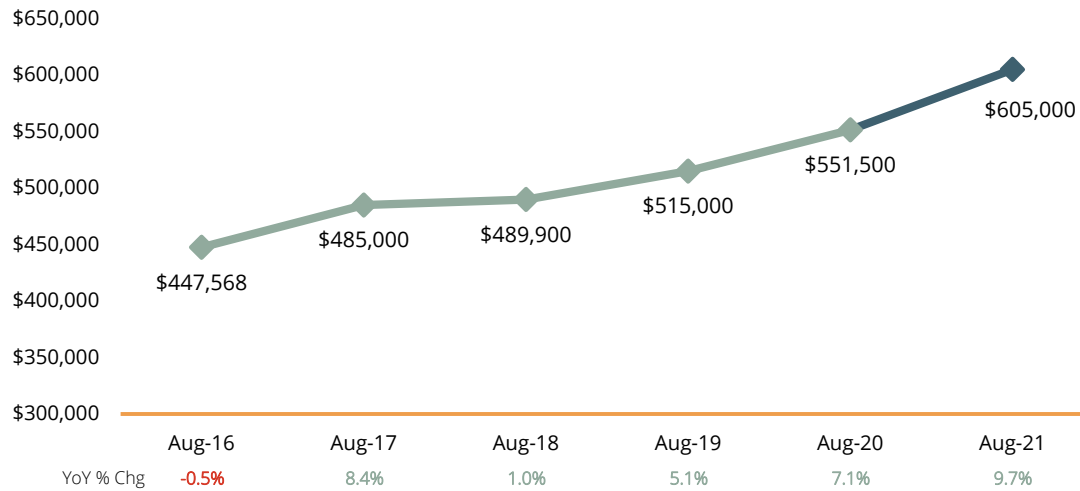
% Change in New Listings
Aug-20 to Aug-21



Median List Price



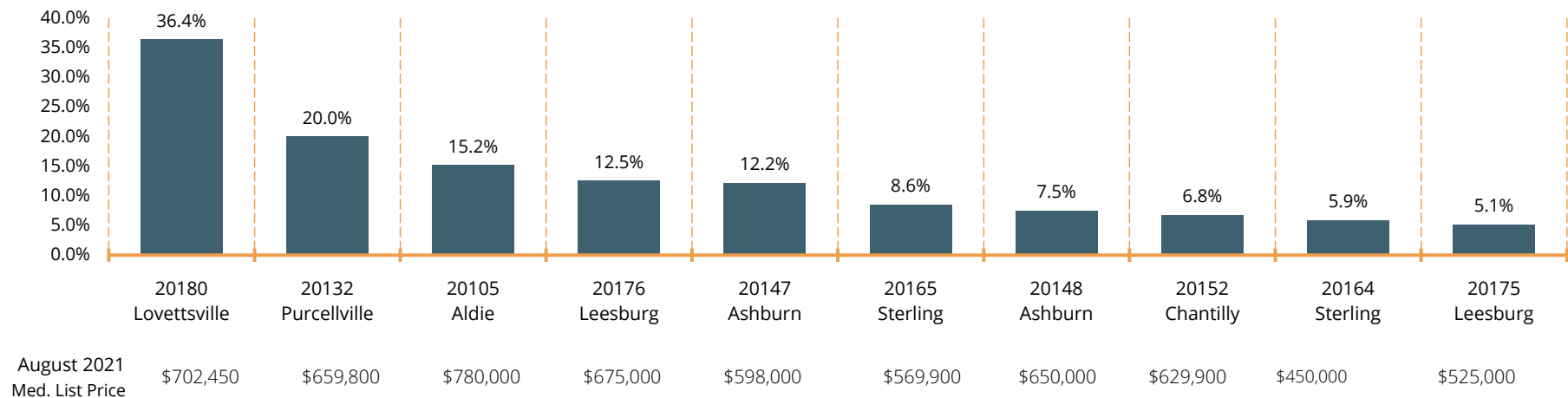
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Sep-20	\$599,990	7.2%	\$365,000	8.5%
Oct-20	\$598,250	8.8%	\$369,900	4.2%
Nov-20	\$599,900	9.2%	\$352,900	1.1%
Dec-20	\$599,000	5.1%	\$350,000	7.0%
Jan-21	\$604,995	10.1%	\$374,000	13.3%
Feb-21	\$622,400	13.7%	\$367,500	14.9%
Mar-21	\$627,500	8.2%	\$362,500	-5.2%
Apr-21	\$639,990	8.0%	\$380,000	5.6%
May-21	\$650,000	15.0%	\$399,000	7.9%
Jun-21	\$675,000	16.4%	\$398,893	10.8%
Jul-21	\$650,000	4.0%	\$399,900	16.8%
Aug-21	\$674,950	12.5%	\$379,000	3.3%
12-month Avg	\$628,498	9.8%	\$374,883	7.1%

Zip Code

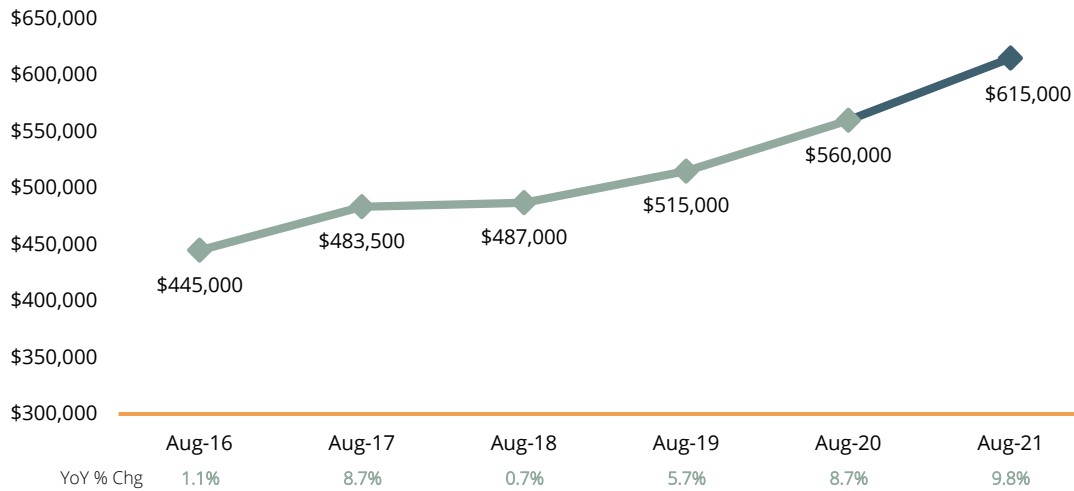
% Change in Median List Price
Aug-20 to Aug-21



Median Sales Price



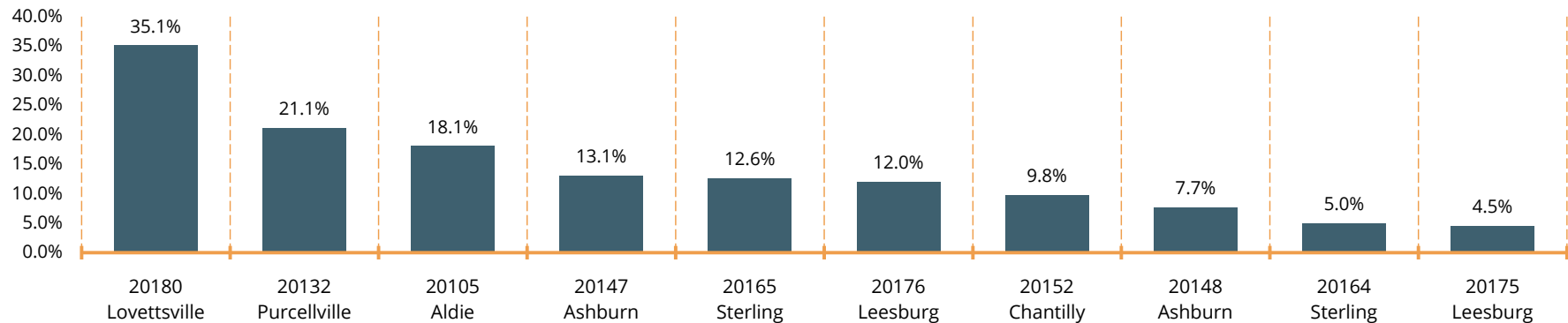
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Sep-20	\$610,000	9.2%	\$365,000	9.4%
Oct-20	\$600,000	9.1%	\$370,000	5.7%
Nov-20	\$600,910	11.7%	\$356,500	4.5%
Dec-20	\$600,000	5.8%	\$346,250	6.5%
Jan-21	\$620,750	13.2%	\$367,500	10.7%
Feb-21	\$641,800	16.4%	\$372,500	19.8%
Mar-21	\$650,000	12.1%	\$367,165	-2.7%
Apr-21	\$670,000	12.6%	\$390,000	8.7%
May-21	\$680,000	21.4%	\$399,900	10.3%
Jun-21	\$700,000	20.1%	\$395,000	10.5%
Jul-21	\$676,000	7.3%	\$400,000	17.4%
Aug-21	\$679,950	11.9%	\$375,000	4.6%
12-month Avg	\$644,118	12.5%	\$375,401	8.6%

Zip Code

% Change in Median Sales Price
Aug-20 to Aug-21

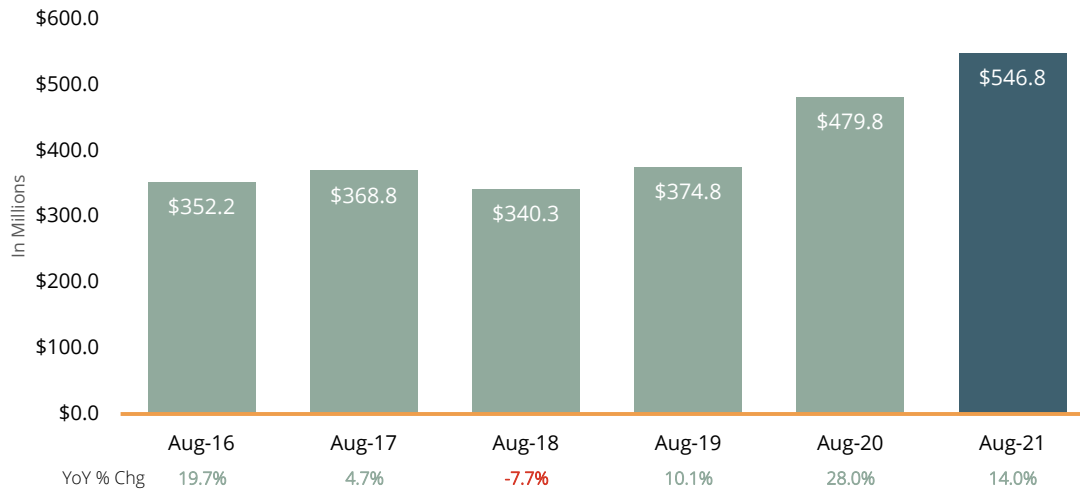


August 2021 Med. Sales Price	\$702,450	\$666,150	\$787,500	\$605,000	\$579,900	\$675,000	\$650,000	\$657,000	\$451,500	\$530,500
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Sold Dollar Volume (in millions)



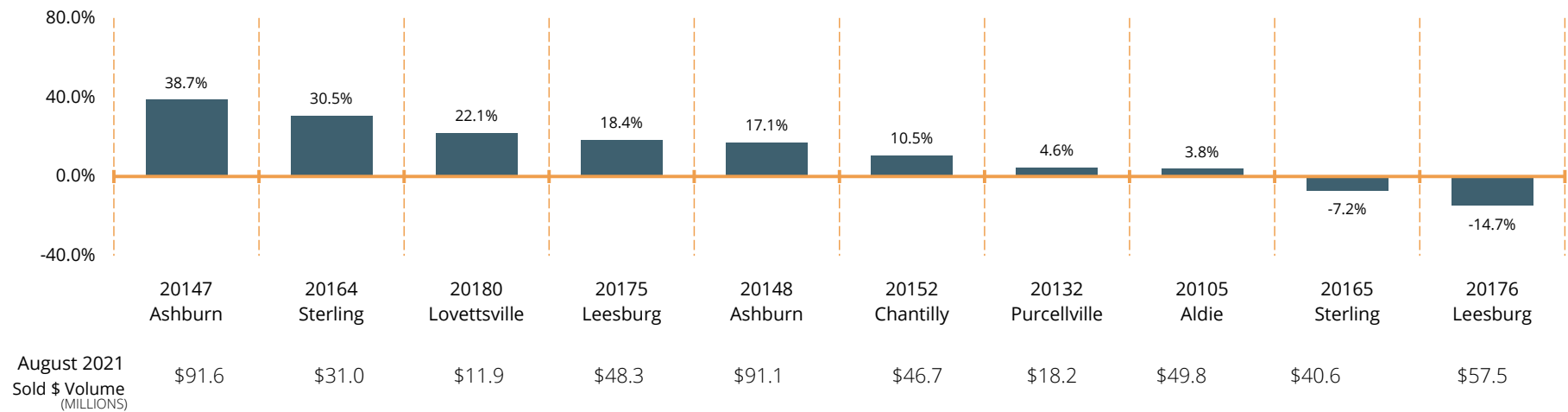
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-20	\$443.7	53.4%	\$53.3	51.6%
Oct-20	\$409.1	48.7%	\$53.6	35.5%
Nov-20	\$354.4	59.5%	\$42.4	41.7%
Dec-20	\$349.9	45.2%	\$44.4	60.8%
Jan-21	\$226.6	53.1%	\$33.3	50.8%
Feb-21	\$250.2	49.1%	\$33.6	69.0%
Mar-21	\$354.0	18.3%	\$46.0	30.9%
Apr-21	\$509.1	62.1%	\$68.1	140.8%
May-21	\$534.5	95.7%	\$51.9	38.3%
Jun-21	\$627.7	67.2%	\$49.2	9.7%
Jul-21	\$521.9	11.5%	\$53.7	-2.6%
Aug-21	\$491.1	12.3%	\$55.7	31.2%
12-month Avg	\$422.7	44.5%	\$48.8	40.1%

Zip Code

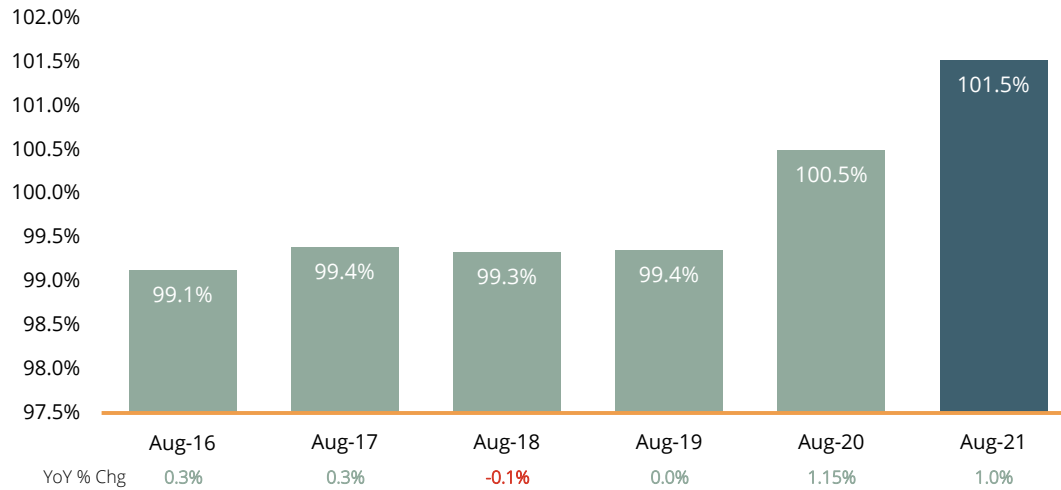
% Change in Sold Dollar Volume
Aug-20 to Aug-21



Average Sold to Ask Price Ratio



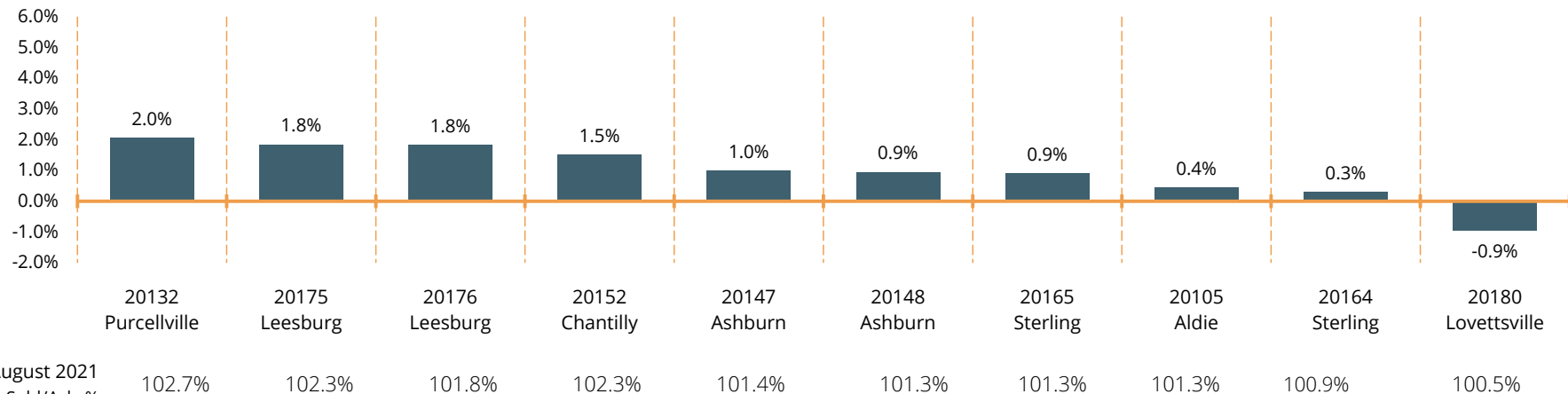
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Sep-20	100.7%	1.1%	100.4%	1.2%
Oct-20	100.6%	1.3%	100.0%	0.3%
Nov-20	101.1%	1.6%	100.0%	0.7%
Dec-20	100.7%	0.8%	99.6%	0.0%
Jan-21	101.4%	2.1%	100.0%	0.7%
Feb-21	102.8%	3.2%	101.1%	1.4%
Mar-21	103.5%	3.0%	101.7%	1.2%
Apr-21	104.1%	3.8%	101.8%	1.5%
May-21	104.5%	4.6%	102.1%	2.1%
Jun-21	103.8%	3.6%	101.6%	2.4%
Jul-21	102.6%	1.6%	101.1%	1.5%
Aug-21	101.7%	1.2%	100.6%	0.5%
12-month Avg	102.3%	2.3%	100.8%	1.1%

Zip Code

% Change in Average Sold to Ask Price Ratio
Aug-20 to Aug-21

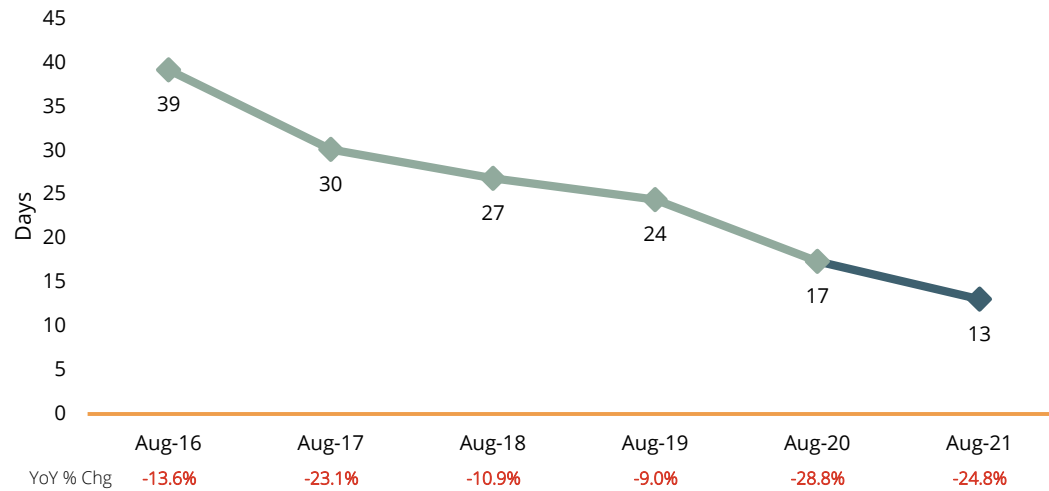


August 2021
Avg Sold/Ask %

102.7% 102.3% 101.8% 102.3% 101.4% 101.3% 101.3% 101.3% 100.9% 100.5%

Average Days on Market

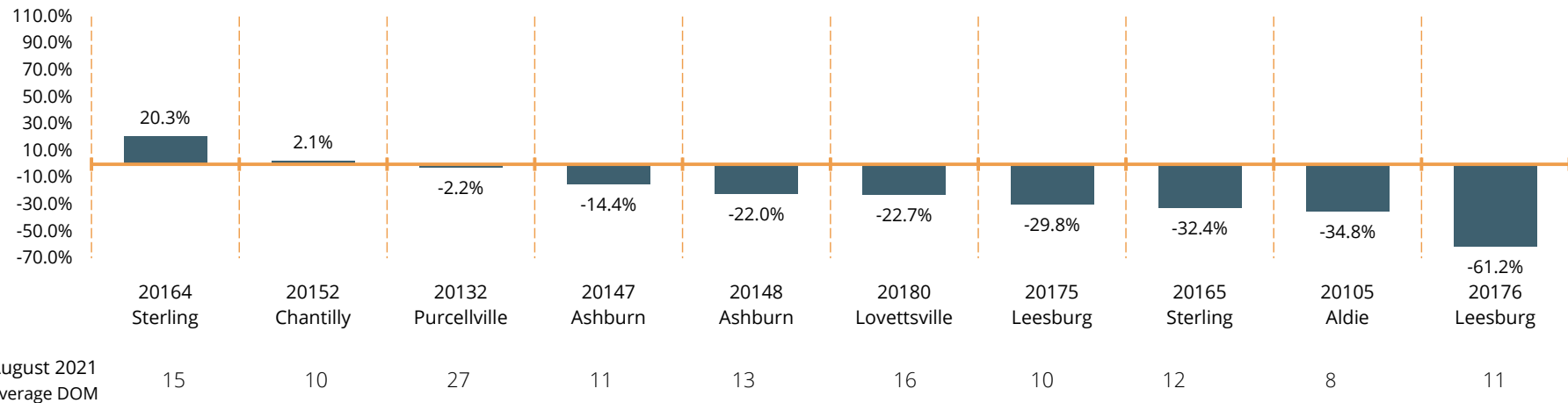
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-20	16	-52.0%	22	-4.3%
Oct-20	15	-52.8%	26	7.4%
Nov-20	12	-54.7%	18	-19.8%
Dec-20	18	-44.1%	22	-28.4%
Jan-21	16	-59.2%	20	-32.9%
Feb-21	14	-53.1%	15	-29.3%
Mar-21	11	-48.1%	12	-47.8%
Apr-21	10	-30.1%	12	-28.1%
May-21	7	-52.7%	11	-44.9%
Jun-21	8	-58.0%	10	-57.2%
Jul-21	8	-63.4%	14	-37.1%
Aug-21	12	-28.8%	16	-6.5%
12-month Avg	12	-51.1%	16	-27.6%

Zip Code

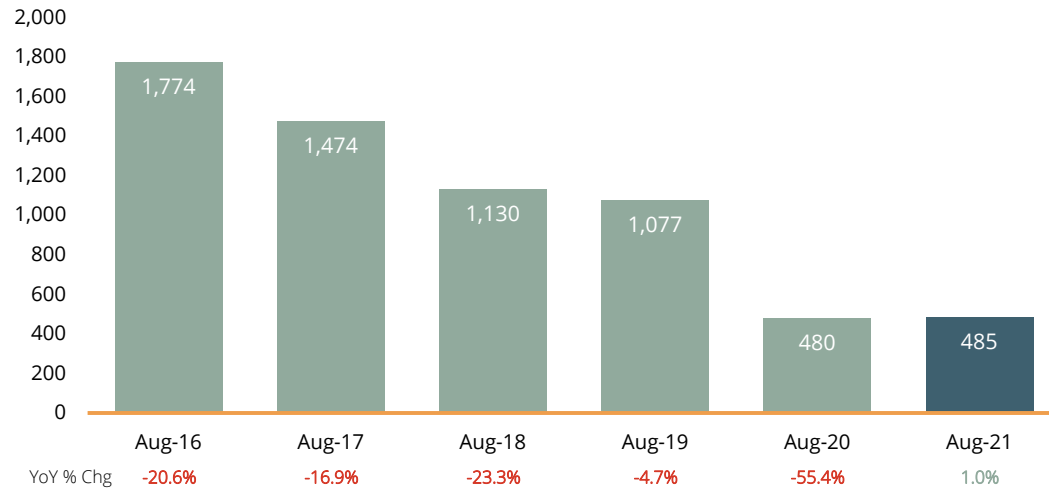
% Change in Average Days on Market
Aug-20 to Aug-21



Active Listings



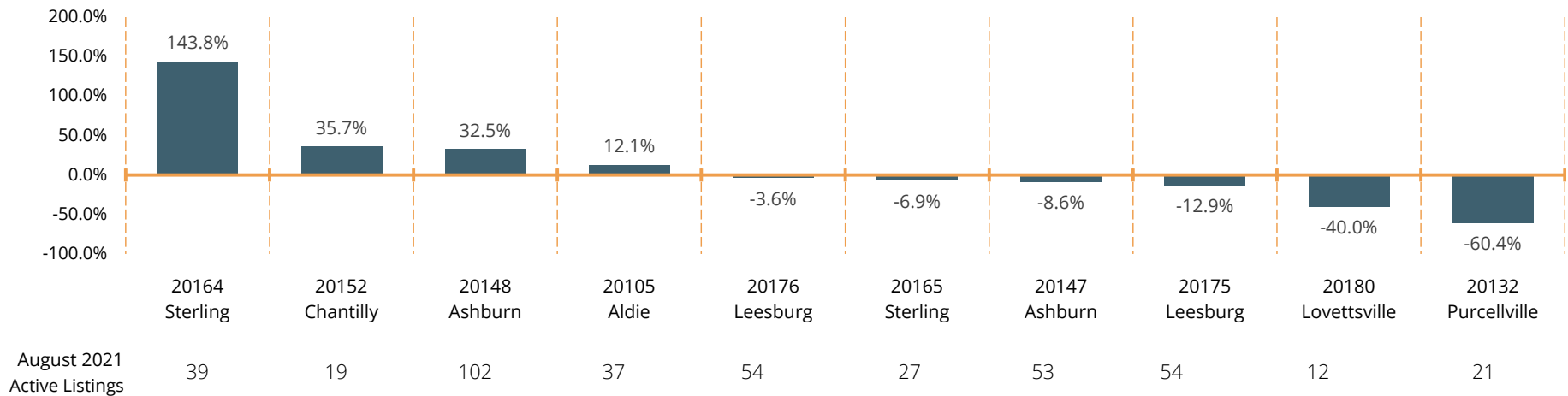
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Sep-20	375	-58.2%	89	-28.2%
Oct-20	362	-59.5%	110	-21.4%
Nov-20	261	-65.0%	75	-38.0%
Dec-20	187	-61.0%	44	-37.1%
Jan-21	166	-67.6%	55	-32.9%
Feb-21	191	-63.7%	46	-47.7%
Mar-21	177	-70.9%	58	-43.7%
Apr-21	262	-58.6%	55	-53.0%
May-21	242	-59.1%	68	-46.0%
Jun-21	312	-36.3%	77	-10.5%
Jul-21	472	-9.8%	112	6.7%
Aug-21	394	-2.7%	91	21.3%
12-month Avg	283	-53.4%	73	-28.9%

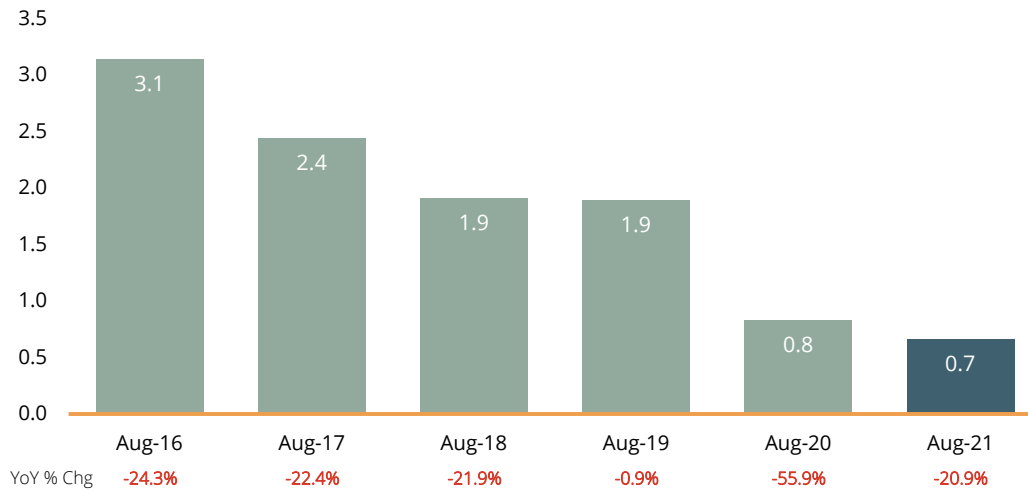
Zip Code

% Change in Active Listings
Aug-20 to Aug-21



Months Supply

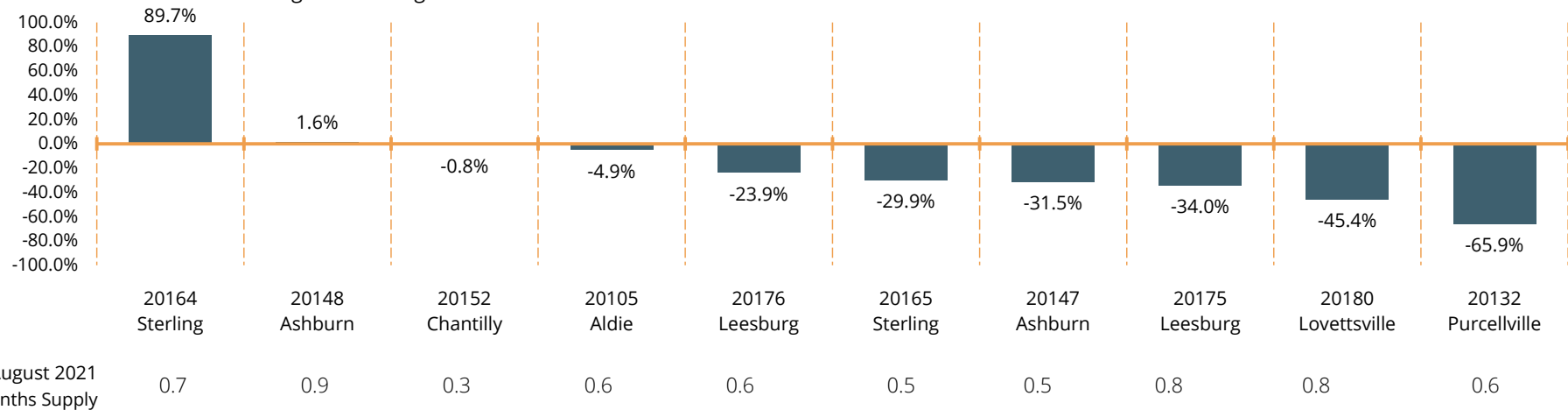
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
Sep-20	0.8	-58.4%	0.8	-38.4%
Oct-20	0.7	-61.4%	0.8	-44.7%
Nov-20	0.5	-67.8%	0.7	-43.3%
Dec-20	0.4	-64.6%	0.4	-44.7%
Jan-21	0.3	-71.2%	0.5	-41.9%
Feb-21	0.3	-68.0%	0.4	-55.4%
Mar-21	0.3	-74.4%	0.5	-52.7%
Apr-21	0.5	-64.7%	0.4	-63.0%
May-21	0.4	-67.4%	0.5	-59.9%
Jun-21	0.5	-51.4%	0.6	-33.1%
Jul-21	0.8	-30.7%	0.9	-16.4%
Aug-21	0.7	-23.6%	0.7	-6.9%
12-month Avg	0.5	-59.8%	0.6	-42.9%

Zip Code

% Change in Months of Supply
Aug-20 to Aug-21



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-20	Aug-21	% chg	Aug-20	Aug-21	% chg	Aug-20	Aug-21	% chg	Aug-20	Aug-21	% chg	Aug-20	Aug-21	% chg
Loudoun County	884	831	-6.0%	782	811	3.7%	\$560,000	\$615,000	9.8%	480	485	1.0%	0.8	0.7	-20.9%
20105	94	60	-36.2%	70	64	-8.6%	\$667,000	\$787,500	18.1%	33	37	12.1%	0.6	0.6	-4.9%
										53					
20147	129	123	-4.7%	113	145	28.3%	\$535,000	\$605,000	13.1%	58	53	-8.6%	0.7	0.5	-31.5%
20152	63	59	-6.3%	69	69	0.0%	\$592,210	\$650,000	9.8%	14	19	35.7%	0.3	0.3	-0.8%
20165	66	63	-4.5%	75	65	-13.3%	\$515,000	\$579,900	12.6%	29	27	-6.9%	0.7	0.5	-29.9%
20176	114	105	-7.9%	102	83	-18.6%	\$602,450	\$675,000	12.0%	56	54	-3.6%	0.8	0.6	-23.9%
										20					



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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Data and analysis provided by Virginia REALTORS® Chief Economist, Lisa Sturtevant, PhD.

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.